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UNITED STATES DEPARTMENT OF AGRICULTURE  
Bureau of Agricultural Economics  
Division of Program Surveys

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ATTITUDES OF MIDWEST FARMERS TOWARD SOYBEAN PRODUCTION

The material presented in the following pages is a summary analysis of 341 interviews taken with farmers in twelve corn belt counties dealing with various aspects of the problem of soybean production. In nine of these counties farmers had generally had some experience with soybean production, while in the other three acreage in soybeans is and has been very low. Therefore, the analysis consists of:

1. A discussion of the attitudes of farmers in the nine counties in which soybeans have been grown in the past. There are 249 interviews from the following counties: Lee and McLean, Illinois; Buena Vista, Fayette, Wapello, and Hardin, Iowa, Warren and St. Joseph, Indiana; and Van Wert, Ohio.

The experience of these farmers with soybean production, their opinions of the crop, the reasons for their attitudes, and the factors which have affected their plans are discussed in order to throw light on the problems which need attention in the areas in which soybean production is already relatively well understood by farmers.

2. Some comments on the attitudes of farmers in the three counties in which soybean production is at present very low. There are 92 interviews from the following counties: York, Nebraska; Republic, Kansas; and Howard, Missouri.

While the interviews from these counties reveal little information concerning farmers' experience with soybeans, since only a very small proportion were raising the crop, they do provide some insight into farmers' attitudes concerning soybeans and the possibilities of encouraging future production in areas in which the crop is relatively unknown.

Because of the greater amount of data available on Part 1 of the analysis as explained above, most of the material presented relates to that part.

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Part I. Attitudes of Farmers Toward Soybeans in the Corn Belt  
Counties Where Soybeans Have Been Grown in the Past

Government Request has Led  
to Increased Production

Forty-three percent of the farmers say they are increasing their acreage of soybeans. The most important factor which has led farmers to increase acreage seems to be the Government's request for greater production. While farmers do not always see how they can adjust their plans to varying Government directives, the great majority are aware that the Government wants increased soybean production.

84% mention "soybeans" in answer to the question, "What farm products is the Government asking farmers around here to produce more of? Anything else?"

73% mention "soybeans" in answer to the question, "What are farmers around here producing that the Government has been asking for, because of the war?"

Patriotic Motives  
Affect Farmers' Plans

The percentage of farmers who actually cite Government request as their chief reason for increasing acreage, the relationship shown between farmers' patriotic motivations and their 1943 contemplated production of soybeans, and the comments of those who are willing to increase soybean acreage even though they personally feel it would be better business not to grow the crop, all illustrate the great effect farmers' willingness to comply with stated war needs has had on this year's production plans.

"I wish I didn't have any beans because I have to buy feed. I would rather raise more corn and feed it on the place. But if they need beans I'm going to raise my share of them and because they need them is the only reason I'm raising them."

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"The Government wants us to grow more feed crops and soybeans, so I will do my best with the small acreage

I have. I have been alone since the boy has gone to the army."

### Competing Crops Influence

#### Production of Soybeans

Efforts on the part of Government agencies to achieve maximum production of soybeans have, however, not been completely successful because in part farmers have experienced difficulty in adapting soybean production requirements to their own individual circumstances. One principal obstacle to the production is the attractiveness of other competing crops.

Soybeans compete particularly with corn. In general, farmers feel that soybeans return less than corn. They are confused regarding Government policy: With their limited facilities, they do not see how they can meet Government demands for the whole crop-livestock program. Thus, livestock-feed requirements have conflicted with the demands for soybean production.

"I couldn't hardly afford to increase my soybeans. I need about what corn I have and my seedings all killed out this year and I had to put out some oats. The way it looks now about the only hay I will have is soybeans."

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"We have no business growing soybeans in an area where we always need more feed than we can grow."

### Government Policy Has Hurt

#### Situation as Well as Helped it

The lack of a clear-cut governmental policy has left many farmers doubtful as to what the Government actually does want. Different agencies within Agriculture have not been helpful in clearing up this confusion:

"Everyone is trying to tell the farmer how to do his share to win the war - and no two tell the same thing! One Government man says one thing; a second says another. The University farm people say something else, the local AAA says something else. The Farm Bureau has another idea, and the seed-corn men still another. Who is speaking the truth, or isn't there any?"



One illustration of general confusion is the failure of the Government's informational channels to make clear to farmers the 1943 guaranteed price for soybeans. Many farmers are worried about the price of soybeans and do not know the Government's established price.

31% of the farmers who will grow soybeans in 1943 and  
12% of those who will not grow soybeans thought the price was below the 1943 guaranteed price.

24% of the farmers who will grow soybeans in 1943 and  
43% of those who will not grow soybeans had no idea what the price might be.

Policy Confusion and Price  
Situation May Spell Trouble

It seems clear that the general situation in this area is one that may be producing deepening disaffection among some farmers; persons who have responded to Government appeals out of patriotic motives are beginning to question the necessity of their sacrifices. One farmer says:

"We don't really need soys so bad as the AAA tried to make out or they would raise the price at least in proportion to corn."

As pointed out earlier, some persons who increased their soybean plantings because of WFA request did so without knowing the established price, and others did so despite their feeling that they were sacrificing income to do so. As time has gone on, because of misinformation or lack of information the former group has begun to worry, and the latter for several reasons has begun to question the necessity of what they see as a contradiction in Government policy.

It is noteworthy that the contradiction these persons see springs out of attitudes they hold, but to them it is nonetheless real. Many feel they could make more income from raising other crops like corn; they feel that the relationship between soybean and other prices which has been established and is maintained by the Government places soybeans at a disadvantage. The Government has so consistently expressed the need for required commodities in the form of favorable price differentials that farmers generally have come to look on price as the terms in which Government policy is expressed, and the contradiction they see between what is asked for

and what is paid for makes them feel soybeans are not really wanted and is like a pebble in the boot under their cooperativeness.

Unfortunately, those who have been most willing to go along with the Department in the past apparently feel now that their willingness has been exploited; they have become the "suckers" and the "chumps". We have found previously that these are circumstances in which explosive reactions often occur.

### Considerable Resistance to Soybeans as a Crop

There is considerable resistance among the farmers to soybeans as a crop. This resistance seems to be of two chief types:

1. Many farmers exhibit a reluctance to change their habits, either by increasing soybean acreage, or trying the crop for the first time. This combined with insufficient understanding of the need for soybeans tends to make them turn to other crops with which they are more familiar. Very few who have once taken up soybean production drop it altogether, although some decreased their acreage from last year.

A belief that soybeans are not a good paying crop may be basic to resistance to soybean production. The analysis to date does not permit a definitive statement on this point, but it suggests that sometimes a farmers' objections to a crop on the ground that it will not bring as good a price as alternative crops may be phrased in general terms. This may happen particularly when an appeal to grow a crop has been made in the name of patriotism, as in the case of soybeans.

"The whole area is up to the limit. There is altogether too much trying to get farmers to make changes against good farming practices. If there is too much shift total food production will go down."

2. Fifteen percent of the farmers believe that soybeans are hard on the soil, and another twelve percent feel that the crop causes erosion on rolling land. A few make the general statement that soybeans are "not adapted to the area". In some cases this attitude may be simply a rationalization of the reluctance to change one's habits discussed above, but many times these objections are raised by farmers whose land is sandy, or hilly and therefore subject to erosion.



One finding which adds weight to the latter point is that there is a considerable difference between tenants and owner-operators in their willingness to grow soybeans in areas of hilly farm land.

38% of the owner-operators in these areas will raise soybeans in 1943.

73% of the tenants will raise soybeans in 1943.

The explanation seems to be that owners are more anxious to conserve their land than are tenants, who are less concerned about this problem than about securing a good paying crop.

"Beans are hard on the ground and I would not farm them on my own land, but I rent this land so I plant beans. If I had my own farm I would not plant beans because they're hard on the land."

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"Soybeans are a good paying crop and they're no harder on the land than any other, but they're not so good on rolling land because they loosen the ground."

It is significant that although 84 percent of the farmers say that the Government is asking for greater soybean production, only 57 percent mention "soybeans" in replying to the question, "The way you look at it, what needed farm products can best be produced around here?"

#### Last Year's Experience Has Affected this Year's Plans

Farmers' experience with soybean production last year has naturally affected their plans and attitudes regarding the crop for this year. In particular, farmers are worried about the availability of combines. Last year many were not able to obtain the use of a combine at harvest time, and anticipation of difficulty in getting soybeans harvested probably was a considerable deterrent to soybean acreage this year.

"Soybeans are all right. It's just that you have a helluva time getting them harvested. If it isn't the weather then you can't get a combine."

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"Get more combines in here. That would help like the devil. That's why I hate to grow soybeans again. The man combining my beans says there are 500 bushels of beans lying right out there in the field. The beans I am delivering to the elevator I'm only getting \$1.35 for. There is more than enough lost beans to pay for a combine right here. A fellow can't stand that kind of a loss."

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"If I could be sure of a combine I'd grow more soybeans. I don't want to buy one but I would like to have it around to hire."

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"We lost over \$2000 on account of not being able to get the beans out of the field. What's the use of planting them if you can't get them out? If they aren't harvested they don't do nobody any good."

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"Our neighbor could not get a combine to harvest his crop two years in a row. The result is that he will not put out any more soybeans."

While combines are mentioned most frequently by farmers in discussing their machinery needs, other things are also referred to. For example, several farmers say they are handicapped by lack of drills.

#### Little Complaint

#### About Other Shortages

The relation of other factors to contemplated soybean production was considered. In general, they seem to have had less effect on farmers' plans than the problem of the shortage of combines:

Farmers do not seem to be particularly worried about the labor supply in connection with soybean production. One reason may be that they tend to compare soybeans with corn in figuring costs, etc., and they feel soybeans require less labor than corn.

Storage space does not appear to be a severe problem to most soybean farmers, although it is causing difficulty for some.



Most farmers who suffered losses last year as a result of freeze damage or failure to get soybeans harvested early enough to avoid loss are growing soybeans in 1943, but several reduced their acreages.





Part II. Attitudes of Farmers Toward Soybeans in  
Counties Where Soybean Production is Very Small

In these counties the chief complaint of farmers is that soybeans are not adapted to the area.

Related to this criticism is disapproval of soybeans because they cause erosion and physical depletion of the soil.

Over half of the respondents flatly disapprove of soybean production for their area. While this attitude undoubtedly in part reflects general unfamiliarity with the crop and unwillingness to experiment with it, it is true that those counties would certainly fall in the "fringe" of areas feasible for soybean production, if not actually outside them. As suggested on page 5, a farmer's general disapproval of a crop may mean specifically that he believes the crop would not pay in his area, or that it would pay less well than alternative crops. Therefore, whatever experience with soybeans farmers have acquired in these counties may lead them to the conclusion that under present prices soybeans are not a good crop for their locality.

"The AAA wants more soybeans, flax and dry beans. There are not very many putting soybeans in. The Extension Service says Seward County (adjoining county east) is as far west as soybeans can be grown and they ought to know."

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(A local AAA committeeman) "They told the farmers through the local paper, and we were supposed to tell them about these war crops when we went around..... But there wasn't much use talking to them.....The county agent advised people in through here that this isn't a soybean area."

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"I figure I would be wasting my time to fool with soybeans. Even if I got the best crop ever raised here it wouldn't be much."

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"If they want me to grow soybeans, they would just have to put in a crop out here and show me they would produce."

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"Soybeans are one crop that you only expect to get a crop once in five years. They just don't do well around here. Either the drought, the jack rabbits or the grasshoppers get them."

One-fourth of the respondents have no very clear attitudes regarding soybean production. Many farmers have so little experience with soybeans as a crop that they cannot say a great deal regarding the feasibility of growing them. They consider soybeans to require an excessive amount of work, although in areas where soybeans are more familiar, labor problems are said not to be particularly pressing.

"I couldn't have the time to work soybeans because they take a lot of work."

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(An elderly cash grain farmer) "Are the beans formed above the ground or under the ground?"



## Part III. Implications

1. If it should be considered desirable to further increase soybean acreage in areas where the crop is already familiar as well as in areas where it is not grown very little, Government approach to this problem should be adjusted to the two types of areas.
2. In areas where soybeans are already being grown to a considerable extent, the chief measures to induce increased soybean production seem to be:
  - a. Consistent and clear governmental informational policy.

Explanation of the need for soybeans, and absence of conflicting directives from different agricultural agencies are most needed.

- b. Assurance of a good price.

Many farmers have been highly patriotic in responding to Government requests, but since they feel that WPA has pursued a confused and vacillating policy this year it may mean that farmers will need strong financial inducements before they will go "all-out" next year. Better informational contacts must be provided to make sure that farmers know what the price will be.

While many farmers raised soybeans although they felt that beans were less profitable than corn, other farmers refused to make this financial sacrifice.

To let the farmers speak for themselves:

"There must be more incentive than just loyalty. Soybeans must be profitable, especially for a fellow who is in debt. We have gone just about as far as we can with loyalty. There must be financial inducements."

"You could appeal to a farmer's patriotic nature to grow soybeans but I don't think his patriotic nature would ever be strong enough to get him to plant beans at a loss. Give farmers incentive

payments or increase the price. It is money that pays the taxes and the rent, not patriotism. A good crop of soybeans will return about \$48 an acre at \$1.60 where corn will return \$70 an acre. On an average farm that would mean about two or three hundred dollars difference. That's the reason they're planting corn instead of beans. Make beans equal to corn and then you can appeal to their patriotic nature."

2. Making combines and other needed machinery available.

This is essential to a unified program for encouraging soybean production. If farmers manage to grow a crop and then find themselves at harvest time unable to combine their soybeans, they are not likely to be enthusiastic about continuing production another year, to say nothing about the waste involved.

3. A sound Government program should entail a careful investigation of areas of little or no present soybean acreage to determine whether soybean production in these places is actually feasible. If it is decided such areas are suitable for soybean production, an intensive campaign should be inaugurated to get farmers to grow soybeans. The success of such a campaign seems to depend upon the following:

a. Thorough information about the crop, and how it can be adapted to the area.

Since so many farmers will have no knowledge of soybeans, they will need a great deal of carefully detailed information and advice so that they will be able to plan their production intelligently.

b. Clear explanation of the need for soybeans.

Even though farmers may not be anxious to try a new crop, they are likely to respond to Government requests if the need for them is made clear. This will be particularly effective if combined with the inducement referred to in point c.

c. Strong financial inducements to grow soybeans - assurance of a good price relative to other competing crops, and some form of incentive payments.

Since these areas are likely to be the ones involving the greatest risk for soybean production, incentive



payments or other forms of crop insurance may encourage farmers to begin planting a crop when otherwise fear of loss even though a good price is assured might prevent them from starting a crop.

- d. Having available the necessary machinery that is needed for soybean production but which has not been required for the crops usually grown in the area.

4. While it may be less difficult to get increased soybean production in areas where there is already considerable soybean acreage, even here it may be necessary to combat the inertia of farmers who do not like to change their established habits and so are unwilling to increase soybean acreage or even to try the crop. Methods similar to those recommended for areas of low present production of soybeans could be employed to reach these farmers.

5. The success of all of these measures is contingent upon a strong, unified program for all agricultural agencies. Conflicting information provided by different agencies within Agriculture, and disaffection of agricultural representatives at the local level are bound to discourage farmers.





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Appendix I - Tables based upon 249 interviews from nine corn belt counties in which soybeans have been grown in the past.

Contemplated Production of Soybeans as Related to County \*

County and State	Percent of farmers who:			Total per- cent	N=
	Will grow soybeans in 1943	Will not grow soy- beans in 1943	May or may not grow soybeans in 1943		
Buena Vista, Iowa	77%	20%	3%	100%	30
Bardin, Iowa	83	17	-	100	6
Fayette, Iowa	47	41	12	100	32
Hapello, Iowa	77	19	4	100	26
Illinois	81	16	3	100	32
McLean, Illinois	81	19	-	100	32
Warren, Indiana	83	14	3	100	29
St. Joseph, Indiana	59	41	-	100	32
Van Wert, Ohio	87	10	3	100	30

\* From data furnished by the respondents to the interviewers.

# Number of Farmers Grouped in Survey, Grouped According to Recent Soybean Acreage

	Number of Farmers	Percent of Farmers	Average Acreage Grown in 1942	Average Acreage Grown in 1943	Average Change
New Growers in 1943	21	8%	0	75	+ 234
Growers who made no change in acreage between 1942 and 1943	41	17	114	116	0
Growers who increased acreage in 1943 above 1942 acreage	10	23	2029	3540	+ 981
Growers who decreased acreage in 1943 below 1942 acreage	3	13	1003	1467	- 435
Growers in 1942 who will not grow any soybeans in 1943	10	4	120	0	- 120
Those who did not grow soybeans in either 1942 or 1943	39	16	0	0	0
Those who are uncertain about growing soybeans in 1943 or uncertain of acreage	15	6	**	?	?
Total number	249	100%	5835	6485	+ 650
Increase in percentage of acres 11.1%					

\* The difference in acreage between 1942 and 1943 is based on the number of acres reported in 1942 and 1943.  
Production plans.

\*\* Not included in calculations because of uncertainty in 1943.



Farmers' Intentions in Regard to Acreage of Soybeans to be  
Planted for 1943 Harvest \*

Changes in Acreage and Reasons for Change	Percent of Farmers Changing Acreage of Soybeans	
<u>Increasing acreage, because:</u>		
The Government has requested it	26	43%
May crops have been winter-killed	4	
Rotation increases size of field for 1943	2	
Price for crop is favorable	2	
More land is being operated in 1943	2	
Other reasons than above (wide variety)	1	
No reason given for increase	6	
<u>Decreasing acreage, because:</u>		
Corn increase is more profitable than soybeans	2	19%
Lost most of crop in 1942	3	
There is greater need for feed crops	2	
Rotation decreases size of field for 1943	4	
Labor shortage makes decrease necessary	2	
Will increase another war crop instead	1	
Other reasons than above (wide variety)	2	
No reason given for decreasing	3	
<u>No change in acreage, because:</u>		
Follows regular rotation, or other plan	2	13%
Needs feed for livestock on farm	-	
Other reasons than above (wide variety)	2	
No reason given for making no change	9	
Uncertain about growing soybeans in 1943	3	
Not growing soybeans or plans not ascertainable	22	

\* Question 1: "What changes are you making in your crop acreages this season from last year?"

Question 2: "Why are you planning to make these changes?"

# Farmers' Opinions of Soybeans as a Crop \*

Reason Given for Attitude	Attitudes Toward Soybeans as a Crop		
	Approval	Qualified Approval	Disapproval
The price is favorable	11%		
Soybeans are an easy crop to handle	3		
Soybeans fit well in the rota- tion	2		
<u>Comments on Soil and Area</u>			
Not good for rolling land, but O.K. for level		12%	
Hard on the soil (fertility, erosion, etc.)		7	
Not adapted to area where res- pondent lives		1	
Disapprove of soybeans and growing them for patriotic reasons only			
<u>Competition with Other Crops</u>			
Soybeans are too risky a crop to grow		4	
Soybeans conflict with corn for time, etc.		2	
Soybeans give less return than other crops		1	
Difficult to get soybeans harves- ted or combined		4	
Other reasons for attitude, not listed		2	
No specific reason given for attitude	19	4	
	35%	37%	23%

The attitudes of five percent are doubtful or not ascertainable. 7-240

\* Question 14: "What do you think of soybeans as a crop?"

Attitude of farmers Toward Soybeans as Related to Con-  
templated 1943 Production \*

Percent of farmers who, in 1943:	Approve of soy- beans as a crop	Qualified approval of soy- beans as a crop	Disapprove of soy- beans as a crop
Will grow soybeans	91%	75%	50%
Will not grow soybeans	9	21	45
May or may not grow soybeans		4	5
	100%	100%	100%
	1-57	2-25	3-5

\* From data gathered from the individual respondents by the inter-  
viewers, and from the replies to Question 14: "What do you think  
of soybeans as a crop?"

Eleven respondents omitted because their attitude toward soybeans  
was not ascertainable.



Farmers' Statements on Methods Used to Encourage Greater Production of Needed Farm Products \*

Method Mentioned	Percent of farmers mentioning --
<u>Government methods</u>	
AAA program, general (see Note 1, below)	30%
AAA Committeeman's visitation	31
County Agent and Farm Bureau	10
Government request, general (see Note 2, below)	4
School house meetings	4
Payments by the Government	1
Other Government action (through FSA, liming, etc.)	1
<u>Non-Government methods</u>	
Newspaper publicity	12
Radio publicity	12
Commercial encouragement (through local canning factory, etc.)	4
<u>No methods used</u>	
Nothing done	5
Nothing done - farmers responding to better prices	2
Increased due to the farmers' initiative only	2
Does not know what was done	5
Not ascertainable	1
N=249	

Note 1. Under this category are classified only those responses that mentioned the AAA without further specific details. Obviously, some of the other responses also referred to AAA, but were stated in more specific terms.

Note 2. General statements to the effect that the Government had made the request. Neither AAA nor Extension Service mentioned.

\* Question (3) "What has been done around here to get farmers to produce more of these products?"

\*\* Because some farmers mentioned more than one method, the total is more than 100 percent.

Question 15:	Percent of farmers giving suggestion
<u>To aid in production or harvest of crop</u>	
Provide more combines	14
Provide more machinery, other than combines	2
Provide more labor	6
Assure farmers that they can harvest them, some- how	2
<u>To aid in getting seed, or better adapted seed</u>	
Provide farmers with earlier maturing varieties of soybeans	4
Provide seed at reasonable prices	2
<u>To aid in making prices more favorable</u>	
Pay higher prices for the beans	14
Arrange a better price ratio between soybeans and corn	4
Maintain present prices of soybeans	2
<u>To induce farmers to grow them, other actions than above</u>	
Give farmers more information about growing the crop	1
Make patriotic appeals to farmers to grow them	2
Induce farmers to grow them by social pressure and other than patriotic appeals	4
Assure farmers adequate feed supplies from other sources	1
Miscellaneous other suggestions	1
<u>Nothing can be done to increase soybean production</u>	
To increase soybeans would necessitate cutting down the acreage of other more important crops	14
Nothing can be done because soybeans are not adap- ted to the area	4
Soil not already in soybeans is not adapted to the crop	3
Nothing can be done, no reason given	3
Do not know what can be done	13
Not ascertainable	5
Not asked	3
	F-249

Question 16: "What do you think could be done to get farmers to  
shift more to soybeans?"

\*\* Found more than 100% because some farmers had more than one sug-  
gestion.

Farmers' Opinions on What They Would Require if They (Individually) Were to Increase Their Soybean Acreage \*

What they would require	Percent of farmers stating requirements **
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Those farmers who will consider increasing acreage will require:

Additional equipment, or its use	100
Ownership of, or assurance of use of combine	1
Machinery or equipment other than combine	1
Better prices for the soybeans grown	2
Reorganization of farm operations	
Growing less of some other crop	
More land	3
Better land	4
Less livestock	5
More available feed to take place of land in soybeans	6
To be assured of absolute necessity	6
More labor available when needed	2
Landlord's consent	2
More favorable weather	1
Fertilizer	1
Seed beans	1
Other things, of wide variety	1
Nothing additional, could grow more beans now	4

Those who will not consider increase

Cannot grow more soybeans, or will not do so	34
Do not know what they would have to have to grow more soybeans	3
Not ascertainable	1
Not asked	1

7-243

\* Question 17. "What would you have to have to grow more soybeans on your farm?"

Includes the farmers who are not growing soybeans in 1941, for whom the question was asked, "What would you have to have to grow soybeans on your farm?"

\*\* Total is over 100 percent, because some farmers listed more than one need.



Farmers' Opinions on What Factors are Preventing  
Greater Production of Corn, Soybeans, and Other Crops \*

Limiting Factor	Crops Mentioned		Other Crops
	Soybeans	Corn	
Shortage of farm labor	21 )	27 )	44 )
Shortage of combines	14 )	19 )	1 )
Machinery other than combines	5 )	19 )	5 )
Need feed, can't grow war crops	6 )	6 )	1 )
Farmers Operating to Capacity			
Increase impossible, up to capacity	11 )	25 )	14 )
Can't grow two crops on same acres	3 )	5 )	2 )
Financial Factors			
Low returns compared to other crops	2 )	2 )	3 )
Cost of production of product	2 )	2 )	2 )
Soil and Climate Factors			
Weather will limit production	5 )	3 )	3 )
Area not adapted to crop	11 )	1 )	4 )
Soil not suited to crop	5 )	4 )	2 )
Miscellaneous Limiting Factors			
Failure to get crop harvested	6 )	1 )	1 )
Lack of information or experience	2 )	5 )	5 )
Government crop restrictions	10 )	4 )	3 )
Other limiting factors (variety)	2 )	1 )	5 )
Nothing is preventing production of the crop mentioned	5	9	5
	100%	100%	100%
	N=236	N=101	N=127

Question 6: "What farm products is the Government asking farmers around here to produce more of?"

Question 7: "In your neighborhood, what, if anything, is preventing a still greater production of the farm products which the Government is asking to be increased?"

\*Numbers in each case are total number who mention the crop in answer to Question 6.

# Farmers' Motivation by War Consciousness \*

Highly motivated by the war (War needs receive first consideration regardless of profitability of the farming enterprises.)	59%
Motivated by war, but wants to be fully compensated (Willing to consider changes in farming enterprises, but believes that since businessmen and labor are fully compensated, farmers should be likewise compensated.)	28
Motivated by profit motive only (Considers only his own profit or convenience, regardless of consequences.)	11
Neutral or impossible to rate (Does not seem to be motivated by anything, or exhibits mixed feelings, confused, etc.)	22
	100%
	=249

\* Rated by the interviewers, based on the feelings exhibited by the respondent during the course of the interview.

Relation Between Farmers' Motivation by War Consciousness and  
Their Intentions With Regard to Acreages of Soybeans to be  
Planted for 1943 Harvest

Farmers' Motivation	Changes in Acreage from 1942 **		
	Increase	Same	Decrease
Highly motivated by the war	50%	30%	35%
Motivated by war, but wants to be fully compensated	32	18	32
Motivated by profit motive only	5	12	21
Neutral or impossible to rate	13	40	12
	100%	100%	100%
	N=111	N=86	N=43

Seven individuals omitted because their plans are uncertain

\* Rated by the interviewers; based on the feelings exhibited by the respondent during the course of the interview.

\*\* Question 1: "What changes are you making in your crop acreages this season from last year?"

Includes those farmers who are not growing soybeans in 1943.



**Farmers' Ideas on the 1945 Government Guaranteed  
Price for Soybeans \***

Price range (bushel basis) in which Farmers' ideas on 1945 soybean prices fall	Percent of farmers whose ideas on soybean prices fall in the indicated range	
	Farmers who will grow soybeans in 1945	Farmers who will not grow soybeans in 1945
\$1.60 to \$1.64	8% )	3% )
\$1.65 to \$1.69	10 )	7 )
\$1.70 to \$1.74	8 ) 31%	2 ) 12%
\$1.75 to \$1.79	5 )	- )
\$1.80 to \$1.84	39	27
\$1.85 and over	2	2
Do not know	24	43
Not asked and not ascertainable	4	13
	100%	100%
	N=184	N=58

\* Question 25: "What is the Government's purchase price  
around here for the 1945 crop?"

Farmers' Opinions on the Price Necessary to Induce a  
Greater Production of Soybeans \*

Price range (bushel basis) in which farmers' suggested prices fall	Percent of farmers whose suggestion on soybean prices fall in the indicated range	
	Farmers who will grow soybeans in 1943	Farmers who will not grow soy- beans in 1943
Present prices satisfactory **	25%	10%
\$1.70 to \$1.79	6	2
\$1.80 to \$1.84	4	2
\$1.85 to \$1.99	2	1
\$2.00 to \$2.04	15	10
\$2.05 to \$2.49	3	1
\$2.50 to \$2.99	2	3
\$3.00 and over	2	5
Two to three times the price of corn	4	4
Price not a consideration (refuse to name a price - other things more important)	24	28
Do not know	8	12
Not ascertainable	3	1
Not asked	3	17
	100%	100%
	N=184	F=107

\* Question 24: "What price would you have to have to make it worthwhile to raise more soybeans?"

Includes those farmers who are not growing soybeans in 1943, of whom the question was asked: "What price would you have to have to make it worthwhile to grow soybeans?"

\*\* Includes all prices suggested that were less than \$1.70.

Farmers' Statements on Returns From Soybeans  
Compared to Returns From Other Crops \*

Comparison made	Farmers who make the comparison with:		
	Corn	Oats	Other crops
Percent of farmers who state that soybeans return more	6%	72%	29%
Percent of farmers who state the returns are about the same	21	18	50
Percent of farmers who state that soybeans return less	73	10	21
	100%	100%	100%
	5-50	7-81	1-40

\* Question 23: "How does the return per acre on soybeans compare with the profit on any other crop you are growing?"



Farmers' Intentions in Regard to 1943 Soybean Production as  
Related to Equipment needed for Soybean Production \*

What is needed	Percent of farmers who state the indicated need, but who:		
	Will grow soybeans in 1943 **	Will not grow soybeans or are uncertain whether they will grow soy- beans in 1943 **	Percent of all farmers who state indica- ted need **
Nothing is needed to grow soybeans in 1943	44%	17%	37%
Combines are needed	29 ) 45%	32 ) 41%	30 ) 4%
Use of combines must be made available	16 )	9 )	14 )
Combine operators needed	3	5	4
Drills are needed	4	3	4
Cultivators are needed	1	2	1
Equipment other than above	4	6	4
Not ascertainable	1	2	1
Not asked	2	32	10
	N=184	N=65	N=249

\* Based on data furnished by the respondents in regard to their plans for 1943 soybean production, and on Question 18: "Is there any equipment needed to handle a soybean crop that you do not have now?"

\*\* Totals are more than 100 percent because many farmers registered more than one need.

The Landlord's Influence on Possible Soybean Production by the Tenant \*

Tenant's action in 1943	Landlord's attitude toward soybeans as a crop		
	Approval	Qualified approval	Disapproval
Will grow soybeans	96%	80%	77%
Will not grow soybeans	4	20	19
May or may not grow soybeans	-	-	4
	100%	100%	100%
	N=51	N=15	N=26

\* Based on data gathered by the interviewers from the tenants' statements as to 1943 cropping intentions, and from question 11, "What does your landlord think of soybeans?"

Contemplated 1943 Soybean Production as Related to  
Tenure Status \*

Percent of respondents in this group who:	Tenure	
	Owners	Tenants
Will raise soybeans in 1943	60%	80%
Will not raise soybeans in 1943	37	17
May or may not raise soybeans in 1943	3	3
	100%	100%
	N=98	N=108

\* From data furnished by the respondents to the interviewers.

Forty-three cases omitted because (1) operators were neither landlords nor tenants or (2) operators were part-owners and part-tenants.



Relation Between Contemplated 1943 Soybean Production and  
Tenure Status in Counties of Relatively Level Farm Land  
and Counties of Hilly or Sandy Farm Land \*

	Owners		Tenants	
	In level counties	In hilly counties	In level counties	In hilly counties
Will raise soybeans in 1943	75%	38%	84%	73%
Will not raise soybeans in 1943, or doubtful	25	62	16	27
	100%	100%	100%	100%
	N=59	N=39	N=74	N=34

Forty-three cases omitted because (1) operators were neither land-  
lords nor tenants or (2) operators were part-owners and part-tenants.

\* From data furnished by the respondents to the interviewers.

Counties classified as having relatively level farm land are Fremont,  
Vista, Iowa; Lee, Illinois; Moline, Illinois; Hardin, Iowa; Van  
Wert, Ohio; and Warren, Indiana. Counties classified as having  
hilly or sandy farm land are Fayette, Iowa; Lapelle, Iowa; and St.  
Joseph, Indiana.

Effect of Prospective Labor Supply on 1943 Soybeans Production Plans \*

Effect of labor supply	Farmers who will:	
	Grow soybeans in 1943	Not grow soy- beans in 1943
Labor supply has no effect	80%	74%
No effect on soybean production if labor supply is not further reduced	8	-
Loss of help, or failure to get help has reduced acreage	2	-
Would have planted (more) soybeans if they had had more help	1	2
Would like more help, but no men- tion of effect on soybean acreage	2	2
Do not know	2	-
Not asked	4	19
Not ascertainable	1	2
	100%	100%
	N=184	N=58

\* Question 22: "How is your labor supply affecting your plans for soybeans?"

Effect of Availability of Storage Space on 1943  
Soybean Production Plans \*

Percent of farmers:	Farmers who will:	
	Grow soybeans in 1943	Not grow soy- beans in 1943
To whom storage space is not a problem	74%	34%
To whom storage space is a problem	14	26
Who have only partial storage space	3	
Not asked	4	40
	100%	100%
	N=184	N=58

\* Question 20. "Is storage any problem with you in making  
your plans for soybeans?"



Influences of Losses Incurred on the 1942 Soybean Crop on  
Planned 1943 Soybean Production \*

Contemplated action in regard to soybeans in 1942	Farmers who:			
	Failed to get soybeans harvested early enough to avoid loss	Suffered losses because of freeze damage	Suffered no loss or none of consequence	Did not grow soybeans in 1942
Percent of the indi- cated group who will grow soybeans in 1943	73%	94%	94%	32%
Percent of the indi- cated group who will not grow soybeans in 1943	20	3	4	66
Percent of the indi- cated group who may or may not grow soy- beans in 1943	7	3	2	2
	100%	100%	100%	100%
	N=41	N=35	N=105	N=68

\* From data gathered by the interviewers, based on the individual respondents' own statements as to 1942 performance and 1943 intentions.



Appendix II - Tables based upon 92 interviews from three  
 corn belt counties in which soybean production is very  
 low

Contemplated Production of Soybeans as Related to County\*

County and State	Percent of farmers who:				N equals
	Will grow soybeans in 1943	Will not grow soy- beans in 1943	May or may not grow soybeans in 1943	Total per- cent	
York, Nebraska	6%	94%	-	100%	32
Howard, Missouri	14	82	4	100	28
Republic, Kansas	0	100	-	100	32

\* From data furnished by the respondents to the interviewers.



# Farmers' Opinions of Soybeans as a Crop \*

Reason given for attitude	Attitudes Toward Soybeans as a Crop	
	Approval or qualified approval	Disapproval
The price is favorable	1%	-
<u>Comments on soils and area</u>		
Not good for rolling land, but OK for level	7	-
Hard on the soil (fertility, erosion, etc.)	1	9%
Not adapted to area where respon- dent lives	2	38
Too weedy	-	2
<u>Competition with other crops</u>		
Soybeans are too risky a crop to grow	1	-
Soybeans give less return than other crops	1	2
Difficult to get soybeans harvested or combined	2	-
Other reasons for attitude, not listed	1	2
No specific reason given for atti- tude	6	-
	<u>22%</u>	<u>50%</u>

N equals 92

The attitudes of 25 percent are doubtful or indifferent

\* Question 14: "What do you think of soybeans as a crop?"

Farmers' Suggestions on What Must be Done to Get Increased Soybean Acreage \*

	Percent of farmers making suggestions **
<u>Suggested action</u>	
Provide seed at reasonable prices	2%
Pay higher prices for the beans	5
Give farmers more information about growing the crop	14
Induce farmers to grow them by social pressure and other than patriotic appeals	4
Miscellaneous other suggestions	2
<u>Nothing can be done to increase soybean production</u>	
To increase soybeans would necessitate cutting down the acreage of other more important crops	1
Nothing can be done because soybeans are not adapted to the area	21
Soil not already in soybeans is not adapted to the crop	5
Nothing can be done, no reason given	3
Do not know what can be done	33
Not ascertainable	4
Not asked	10
	N equals 92

\* Question 16: "What do you think could be done to get farmers to shift more to soybeans?" (From three counties of low soybean production.)

\*\* Total is more than 100 percent because some farmers had more than one suggestion.

Farmers' Opinions on What They Would Require if They (Individually)  
Were to Increase Their Soybean Acreage \*

What they would require	Percent of farmers stating requirements **
<u>Those farmers who will consider increasing acreage will require:</u>	
Additional equipment or its use	
Ownership of, or assurance of use of combine	4%
Machinery or equipment other than combine	4
Better prices for the soybeans grown	1
Reorganization of farm operations	
Growing less of some other crop	1
Better land	2
To be assured of absolute necessity	4
More labor available when needed	4
Landlord's consent	2
More favorable weather	3
Seed beans	1
Experience with, or information about crop	7
Nothing additional, could grow more beans now	2
<u>Those who will not consider increase</u>	
Cannot grow more soybeans, or will not do so	49
Do not know what they would have to have to grow more soybeans	11
Not ascertainable	1
Not asked	11

N equals 92

\* Question 17: "What would you have to have to grow more soybeans on your farm?" (From counties of low soybean production.)

Majority of farmers are not growing soybeans in 1943, for whom the question was asked, "What would you have to have to grow soybeans on your farm?"

\*\* Total is over 100 percent because some farmers listed more than one need.



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